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Raychem QuickNet Floor Heating System

Product Overview - <Date>

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Agenda

- QuickNet Overview
- Applications
- QuickNet Advantage
- Tyco Service and Support
- Benefits for Distributors
- Conclusion

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QuickNet Overview

- Introduced in 2005 to the North American market
- Constant wattage heating cable that generates 12W/sq ft.
- Can cover areas up to 200sq ft (with 240V)
- Great for both new construction and renovation projects
- Competitively priced

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Applications

- Comfort heating of ceramic tile or natural stone floors
- Ideal for bathrooms, kitchens and entryways

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QuickNet System Components

POP Packaging

QuickStat Thermostat with floor sensor and installation instructions

QuickNet Installation Manual

QuickNet Mat with heating cable & cold lead

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Complete System Package
The QuickNet Advantage

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QuickNet Mat

- Available in both 120V and 240V
  - Voltage decision based on room size
- Constant wattage cable producing 12W/sq ft.
- Heating cable embedded in adhesive-backed fiberglass mesh
  - No need to worry about cable spacing
  - Adhesive backing for ease of installation
  - Low profile – 3/16” (3mm)
- Single Cold Lead
  - Dual conductor design
  - No need to route heating cable back to complete circuit
  - No measurable EMF
- Flexibility in Installation
  - Mat can be modified to fit any room size
  - Cable must not be cut

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QuickStat Thermostat

- Programmable thermostat **included** in each kit
- No need to stock multiple thermostats
- Energy Star rated
- Built in GFCI for safety
- Includes floor sensor
- Auto-switching for 120/240V
- Programmable to the way you live: 5/2, 6/1, 7/0
  - Saves energy
  - Simple setup
- Automatically adjusts to reach desired temperature at programmed time

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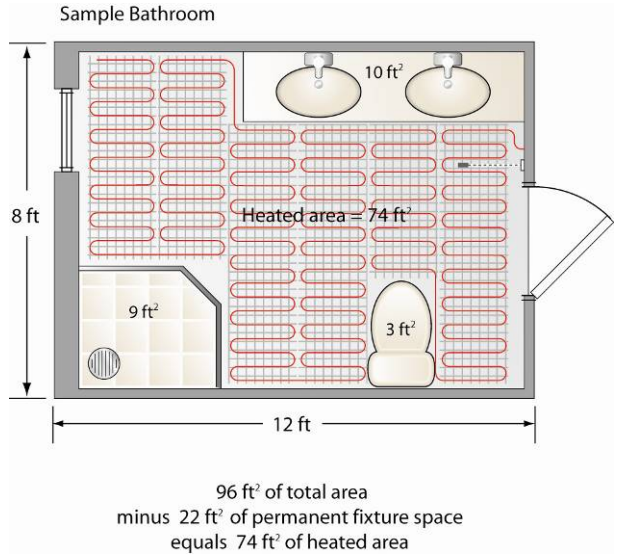
Simple Design

- Choose mat that is no larger than required heated area
- Heated Area =
  Total Area -
  Permanent Fixture Area
- For heated areas > 100 ft^2, select a 240V QuickNet product and an Extension Kit
- Layout assistance available



96 ft² of total area
minus 22 ft² of permanent fixture space
equals 74 ft² of heated area

Catalog Number	Heated Area ft² (m²)	Mat Dimensions	Output Watts	Current Amps	Resistance Ohms
120 V QuickNet with thermostat					
QUICKNET-010-1	10 (0.9)	20 in x 6.2 ft	120	1	120
QUICKNET-020-1	20 (1.9)	20 in x 12.1 ft	240	2	60
QUICKNET-030-1	30 (2.8)	20 in x 18.4 ft	360	3	40
QUICKNET-040-1	40 (3.7)	20 in x 24.3 ft	480	4	30
QUICKNET-050-1	50 (4.6)	20 in x 30.5 ft	600	5	24
QUICKNET-060-1	60 (5.6)	20 in x 36.4 ft	720	6	20
QUICKNET-070-1	70 (6.5)	20 in x 42.7 ft	840	7	17
QUICKNET-080-1	80 (7.4)	20 in x 48.9 ft	960	8	15
QUICKNET-090-1	90 (8.4)	20 in x 55.0 ft	1080	9	13
QUICKNET-100-1	100 (9.3)	20 in x 61.0 ft	1200	10	12
240 V QuickNet with thermostat					
QUICKNET-050-2	50 (4.6)	20 in x 30.5 ft	600	2.5	96
QUICKNET-060-2	60 (5.6)	20 in x 36.4 ft	720	3	80
QUICKNET-080-2	80 (7.4)	20 in x 48.9 ft	960	4	60
QUICKNET-100-2	100 (9.3)	20 in x 61.0 ft	1200	5	48
240 V Extension Kit without thermostat (add on to 240 V QuickNet to accommodate floors over 100 ft²)					
QUICKNET-050X-2	50 (4.6)	20 in x 30.5 ft	600	2.5	96
QUICKNET-060X-2	60 (5.6)	20 in x 36.4 ft	720	3	80
QUICKNET-080X-2	80 (7.4)	20 in x 48.9 ft	960	4	60
QUICKNET-100X-2	100 (9.3)	20 in x 61.0 ft	1200	5	48

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Simple Installation

Design → Prep → Lay Out → Test Mat → Mortar → Test Mat → Lay Tile → Test Mat → Finish

- Design
  - Draw room layout
  - Selecting correct Mat Size
- Prepare
  - Prepare the Sub-floor
  - Electrical Rough-In
- Layout
  - Roll out the QuickNet Mat
  - Place floor temperature sensor
- Test
  - Insulation, Heat Cable, Sensor resistance tests must be performed
  - Repeat after embedding in mortar and installing tiles
- Mortar
  - Put down leveling coat of mortar to embed QuickNet heating mat
- Lay Tiles
  - Apply bond coat of latex modified thin-set mortar
  - Tile and Grout floor
- Finish
  - Install and Program QuickStat thermostat

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Tyco Service and Support

- **15 Year Warranty***
  - Online registration required
  - *End user must keep commissioning record
- **Website support available 24/7**
  - www.raychemquicknet.com
  - Literature – Installation Guide, Data sheets, etc
  - Video – Product overview and Installation guide
  - Power consumption calculator
  - Online FAQ forum
- **Troubleshooting Tools**
  - QuickNet Repair Kit
  - QuickNet-Check
  - QuickNet Troubleshooting Guide (Coming Soon!)
- **Live Technical Support**
  - Available 12hrs/day, 5 days/wk

Benefits for Distributors

- Easy way to increase business
  - Underfloor radiant floor heating market is growing
  - Easier to install than hydronics (no moving parts)
  - Excellent merchandising packages
    - Working displays, literature, DVDs, etc
  - Raychem has excellent brand recognition
- Complete Systems Package
  - Thermostat included
  - Mats can be installed in virtually any shape room
  - Simple installation instructions
- QuickNet purchases count toward earning special distributor pricing for other Raychem products
- Products backed by Tyco Thermal Controls
  - World leader in heat tracing technology

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QuickNet Introductory Program

- Qualifying Initial Stocking Orders
  - $3000 - $6000: 5% discount
  - > $6000: 10% discount
  - Tyco picks up freight in both cases
  - Tyco Rep can help provide suggested mat sizes
- Inventory Adjustment Program
  - Dollar for dollar exchange for other sizes with no restocking fee
  - Within 1 year of purchase
- Technical & Sales Training done on-site
- Marketing Materials
  - Compelling marketing collateral to increase sales

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Conclusion

- QuickNet is an easy sell
  - Underfloor radiant heating market is growing
  - Increase current business
  - Raychem has excellent brand recognition
- Excellent support for Distributors
  - Excellent merchandising packages
  - Layout assistance
  - Website support and resources
  - Live Technical Support
- Simple design for simple installation
  - Cut mesh to fit into any room
  - Single cold-lead
- All inclusive package
  - QuickNet Heating Mat
  - QuickStat Thermostat included
  - Instruction manual